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David Pistrui, Ph.D. · 3rd 

Adjunct Professor of Engineering at University of Detroit Mercy, College of Engineering & Science

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Acumen Dynamics, LLC



Universitat Autònoma de Barcelona

Highlights



Reach out to David for...

Joining a nonprofit board.

[Message David](#)

About

David Pistrui, Ph.D., is an executive, entrepreneur, and educator with over 30 years of comprehensive experience serving the corporate, nonprofit, and education sectors. David possesses the ability to identify opportunities, solve problems, lead people, raise capital, and craft effective outcome based strategies in a variety of contexts. He has a proven track record of documented results in the U.S., Europe, Middle East, Asia, and South America.

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People Also Viewed



Ashley Dzick

UX Architect, Adjunct Professor



J. Lee Brown · 3rd

Dean (Interim) of Broadwell College of Business & Economics at Fayetteville State University



Vicki Pedone

professor emerita California State University Northridge



Ryan Soward

IT Site Leader



Michele Ballet · 3rd

Organizational Consultant



Franklin Feinberg

David's core skills and competencies include:

- + Inspirational leader - builds trust, delegates authority, resolves conflicts, and supports the professional growth and development of people and organizations.
- + Skilled strategist - develops transformative outcome-based strategies and tactics that align vision and mission with goals, performance, and growth.
- + Dynamic fundraiser - crafts and leads effective fundraising campaigns and initiatives to support organizational development, sustainability, and growth.
- + Innovative builder - creates and builds new initiatives and improves existing offerings through ideation, prototyping, testing, and listening to stakeholders.
- + Change agent - drives effective change across organizations, motivating individuals while managing multiple tasks, easily moving on to new tasks.

In 1993, David founded Acumen Dynamics, LLC, a global advisory firm that serves the public and private sectors focusing on strategy and business development, corporate governance, program development and assessment, technology transfer, and education reform. David has held corporate leadership positions with VideoCart, MediaOne, Parade Publications, Time Incorporated, and Purex Industries.

David has also held faculty appointments at Fayetteville State University, Illinois Institute of Technology, DePaul University, Alfred University and J. J. Strossmayer University. David has co-authored over 60 publications in the areas of entrepreneurship, family business, engineering, and culture.

Articles & activity

1,157 followers



Austria and U.S. Vibrant Economic Partners ----



David Pistrui, Ph.D.
Published on LinkedIn

Recently I participated in the 8th Annual Conference for Executives of Austrian Subsidiaries in the U.S. and Canada held at the Federal Reserve Bank of Chicago. Presented by the Austrian Trade ...see more



Join us on Tuesday, June 18th at 1:30 pm in Tampa at the 126th American...

David shared this
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Nice work!

David commented



Congrats!



Video Production 24/7 Around the World



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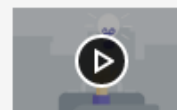
Business Analyst at PennyMac Loan Services, LLC



Jonathan Shi

Art E. Favre Endowed Chair at Louisiana State University

Learn the skills David has



Business Innovation Foundations

Viewers: 34,096



Business Etiquette: Meetings, Meals, and Networking Events

Viewers: 21,080



Communicating with Diplomacy and Tact

Viewers: 39,994

[See more courses](#)

20 Likes



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David commented

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Experience



Managing Director

Acumen Dynamics, LLC

Apr 1993 – Present · 26 yrs 3 mos

Chicago, IL

Lead a global advisory firm that serves the public and private sectors focusing on strategy and business development, corporate governance, program development and assessment, technology transfer, and education reform.

Corporate

- + Served as lead governance advisor working with an executive team to evaluate and create a new board structure as part of a \$100M initial public offering.

- + Worked with a \$250M global IT corporation's executive team on the development of growth strategies including assessing acquisitions and new offerings.

- + Identified a \$1.5M new business development opportunity at state and federal levels for a \$10M IT company in the safety and homeland security markets.

Nonprofit

- + Led the development of a multi-year program to assess, evaluate, and measure the impact of \$55M in grants across six programs for a \$1B family foundation.

- + Guided multi-year outcome-based executive development initiative for a team of 15 designed to build capacity and support the expansion of a \$160M nonprofit.

- + Synthesized primary and secondary data to create a series of business plans and grant proposals that secured \$2M in federal funding for a \$30M nonprofit.

Education

- + Facilitated a series of working sessions on educational leadership to benchmark the attributes and characteristics of top performing school principals in the U.S.

- + Enlisted by a large global foundation to develop a multi-year strategic plan to rebuild the J. J. Strossmayer University of Osijek following the Yugoslav War.

+ Co-led the development of a series of family business forums in the Middle East targeted at large firms in Lebanon, UAE, Bahrain, KSA, Jordan, and Syria.

[See less](#)



Adjunct Professor of Engineering

University of Detroit Mercy, College of Engineering & Science

Jul 2016 – Present · 3 yrs

Greater Detroit Area

Serving as an Adjunct Profess of Engineering engaging in the development and delivery of curriculum including initiatives and programs relating to the integration of innovation, creativity and design thinking in graduate and executive education -

- + Develop and deliver curriculum for executive and professional masters programs
- + Create and lead adaptive learning programs and initiatives for industry partners
- + Conduct research, assessment and professional development initiatives

[See less](#)



Senior Fellow

Austrian Economics Center

Jan 2010 – Present · 9 yrs 6 mos

Vienna, Austria

Serving as a Senior Fellow engaging in discourse, research, policy and advocacy analysis, at a politically independent research institute committed to disseminating the ideas of the Austrian School of Economics and free markets -

- + Serve as a speaker and subject expert on the Free Market Road Shows.
- + Deliver special topic workshops and scholarly exchange across Europe.
- + Create programs and mentoring networks for college students and youth. [See less](#)



Associate Professor of Entrepreneurship, Director, Center for Entrepreneurship

Fayetteville State University

Aug 2013 – Jun 2015 · 1 yr 11 mos
Fayetteville, North Carolina

School of Business and Economics

Co-led the development of entrepreneurship education, research, and outreach across the university and greater community, including curriculum development, collaborative research, and community outreach programs -

- + Co-raised \$1.5M with commitment of an additional \$1M to support new doctoral program.
- + Appointed as a member of the UNC Economic Transformation Council in Chapel Hill.
- + Produced Youth Entrepreneurship Conference, 300 students from 18 local schools participated.

[See less](#)



Director of Entrepreneurship and Innovation and Coleman Foundation Chair in Entrepreneurship

Illinois Institute of Technology

Aug 2005 – Dec 2009 · 4 yrs 5 mos
Chicago

Director of Entrepreneurship and Innovation
Coleman Foundation Chair in Entrepreneurship
Industry Associate Professor of Business

Led the development of entrepreneurship education, research and outreach across the university, including curriculum development, collaborative research, community outreach, and executive education initiatives -

- + Led the development of a campus entrepreneurship program, 12 new courses, 20 faculty fellows.
- + Raised \$2.5M of fresh funding to support programs, and managed a \$1.5M program endowment.
- + Partnered with the Chicago Public Schools, City Colleges of Chicago, and local communities.

[See less](#)



Visiting Professor

DePaul University, Kellstadt Graduate School of Business

Sep 2003 – Jul 2005 · 1 yr 11 mos
Chicago, IL

Developed and delivered curricular, co-curricular, and extra-curricular education offering at undergraduate, graduate, and executive levels in the U.S. and Middle East.

- + Developed two new courses, Management of Innovation and Technology, and Family Business.
- + Published seven articles in peer-reviewed journals and professional business publications.
- + Collaborated on the development of an MBA program in the Kingdom of Bahrain.

[See less](#)



Raymond Chair in Family Business, Director, Center for Family Business and Entrepreneurship

Alfred University

Aug 1998 – Jun 2001 · 2 yrs 11 mos

Alfred, NY

George G. and Robin R. Raymond Chair in Family Business

Assistant Professor of Business Administration

Director, Center for Family Business and Entrepreneurial Leadership

Inaugural Raymond Chair, and founding Director of the Center for Family Business and Entrepreneurial Leadership, led university initiative to embed entrepreneurship across campus, assisted with AACSB reaccreditation process -

- + Developed and gained approval of new curriculum in business and art school.
- + Led the development of new programs in China, Germany, and Venezuela.
- + Raised funds from the Coleman, Kauffman, and Emerson Foundations. [See less](#)



Associate Professor and Consultant

University of Bucharest

Oct 1993 – Jul 1995 · 1 yr 10 mos

Bucharest, Romania

Worked with the International Center for Entrepreneurial Studies to develop entrepreneurship education, research and out reach -

- + Developed and delivered public/private education and certificate programs.
- + Conducted public/private country wide research projects on economic development.
- + Published and presented peer reviewed, and government funded research projects. [See less](#)



Director of Sales

VideOcart, Incorporated

Jan 1992 – Mar 1993 · 1 yr 3 mos

Chicago

Assisted with the creation and development of the first "real time micro marketing network" that provided benefits to consumers, retailers, and consumer goods manufacturers in the US, Asia, Europe, and South America -

- + Led the development of global partnerships and licensing programs.
- + Assisted in development and launch of electronic couponing platforms.

+ Developed and managed controlled store market research projects. See less



Senior Account Director

MediaOne, Incorporated

May 1991 – Dec 1991 · 8 mos

Chicago

Assisted with the start-up and strategic development of an in-store retail advertising and marketing company, including working with brand management, in-house media, promotion management, and advertising agencies -

- + Created and coordinated customized regional and national marketing programs
- + Built integrated marketing programs with retailers and manufactures
- + Developed and managed controlled store market research projects See less



Account Executive

Parade Publications

Mar 1988 – Apr 1991 · 3 yrs 2 mos

Chicago

Development and execution of print advertising and promotional strategies focused on consumer goods, services, and trade associations, working with brand and marketing management, in-house media, and advertising agencies -

- + Designed new product development programs and cross product promotions.
- + Worked on national and regional coupon and cross media programs.
- + Coordinated direct response programs and special custom insert sections. See less



Regional Vice President

Time Incorporated (Time Distribution Services)

Dec 1984 – Feb 1988 · 3 yrs 3 mos

Chicago

Regional Vice President - 3/86 - 2/88

District Manager - 12/84 - 2/86

Development, implementation and execution of single copy sales and marketing strategies for 15 state region, including management of six district managers and field staff of 175, responsibility included strategy and profit and loss assessment -

- + Led Midwest Region from last place to consistent top 1-2 performance.
- + Managed testing, research, analysis, and launch of new products and services.
- + Led Chicago District from 21 out of 21 to consistent top 3 performance. See less



District Manager

Purex Industries, Incorporated

Feb 1982 – Dec 1984 · 2 yrs 11 mos

Chicago

District Manager - 7/84 - 12/84

Unit Manager - 1/84 - 6/84

District Sales Assistant - 7/83 - 12/83

Territory Manager - 2/82 - 6/83

Development of national, regional, and local consumer packaged goods sales and marketing strategies, including trade promotions and merchandising programs, while recruiting, training, developing, and managing a sales team -

- + Built and maintained top 5 detergent brand by market share in Midwest District.
- + Led Chicago Unit from 3 out of 3 to consistent 1 out of 3 performance.
- + Territory Manager of the Year and leading merchandiser in 1982-1983. See less

[Show fewer experiences](#) ^

Education



Universitat Autònoma de Barcelona

Doctor of Philosophy (Ph.D.), Applied Economics, Entrepreneurship and Strategy, (Cum Laude)

1994 – 2003



University of Bucharest

Doctor of Philosophy (Ph.D.), Sociology

1995 – 2001



DePaul University

Master of Arts (M.A.), Liberal Arts and Sciences/Liberal Studies

1990 – 1993

[Show 1 more education](#) v

Volunteer Experience



Editorial Board

Journal of Engineering Entrepreneurship

Aug 2008 – Present • 10 yrs 11 mos

Education

The Journal of Engineering Entrepreneurship (JEEN) is a peer-reviewed international journal. JEEN aims to open an essential window of opportunity for an intellectual dialog between engineering entrepreneurship educators, researchers, and practitioners.



Honorary Board Member

American Southeast Europe Chamber of Commerce

Jun 2009 – Present • 10 yrs 1 mo

Economic Empowerment

The mission of the American-Southeast Europe Chamber of Commerce (AmSECC) is to facilitate the economic development and cultural exchange of Southeast Europe through promoting charitable endeavors and meaningful relationships between the region and the United States.

<http://www.amsecc.org/about-us/honorary-board>

FFI

Vice President and Board Member

The Family Firm Institute

Nov 1998 – Nov 2001 • 3 yrs 1 mo

Education

Responsible for the strategic leadership and development of an international professional organization, dedicated to assisting family firms.

2001 recipient of the Barbara Hollander Award (London England) - Recognition for professional leadership and life-long commitment to education, social causes, dedication to civic responsibility, and the belief in giving to others.

Chaired the 2000 Annual Conference in Washington, D.C..

Skills & Endorsements

Entrepreneurship · 53



Endorsed by Kathryn Sowa and 6 others who are highly skilled at this

Strategy · 44



Endorsed by Roger Mader, who is highly skilled at this

Leadership · 32



Endorsed by 9 people who know Leadership

[Show more](#) ▾

Recommendations

[Received \(11\)](#)

[Given \(2\)](#)



Steven Phelan

Distinguished Professor at
Fayetteville State University

December 1, 2014, David worked
with Steven in the same group

I have always found David to be an extremely professional and personable person who bridges the academic-practice divide with ease. He is passionate about entrepreneurship and delivering results to a high standard. Definitely someone you want on your team!



Tom Hill

Attorney-at-Law at my own
law firm

November 19, 2014, David
worked with Tom in the same
group

I'm writing this recommendation on behalf of David Pistruì, Ph.D. I've known David for nearly 10 years and during that time we've worked together on many projects, both academic and business/legal oriented. We first met in academia, where we cooperated on teaching classes, lecturing at conference... [See more](#)

[Show more](#) ▾

Accomplishments

30 [Courses](#)



Behavioral Research Methods • Comparative Managerial Analysis • Comparative managerial analysis
• Consumer Behavior • Contemporary Management and Eastern European Research • Doctoral Seminar
• Economic and Ethical Transition in Romania • Economic and ethic changes in Romania • Entrepreneurial
expansion plans and growth intentions: the development of a tri-dimensional predictive model
• Entrepreneurial expansion plans; an intention based multidimensional approach to the study of small

business growth...

4 Projects

Kern Family Foundation Assessment and Development Program • Target Training International - Entrepreneurial Minded Engineer Assessment Project • Austrian Federal Economic Chamber (Wirtschaftskammer Österreich) Program • NASS Group Private Placement and IPO Governance Project

3 Publications

Mapping the Behaviors, Motives and Professional Competencies of Entrepreneurially Minded Engineers in Theory and Practice: An Empirical Investigation • The Transgenerational Family Effect on New Venture Growth Strategy • New Venture Financing: An Empirical Investigation of Chinese Entrepreneurs

1 Language

Basic Romanian, German and Spanish

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526 members



Follett Learning

6,756 followers



Fayetteville State University

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